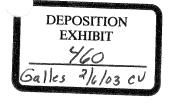
Exhibit 1



Introduction:

AWP Reimbursement: Why it's important, how it is calculated, and what that means in terms of reimbursement from the third party payors to the managed care organizations. Why "Multi-dose to Unit-dose" Albuterol Conversion makes good business sense for the Customer Base.

The dramatic effect the conversion has in "Real Dollars" yielding significant gain to the bottom line profit of the targeted accounts





"ALBUTEROL"

UNIT DOSE WORKSHEET

AWP = \$ 30.25 (25 via		= \$1.21 per dose = \$ 21.18 = .85 per tx
COST = \$per		25
REIMBURSEMENT =	\$	Carton of vials
		REIMBURSEMENT PER DRUG DOSE
	n/a	REIMBURSEMENT PER SALINE
		TOTAL REIMBURSEMENT
COST=		Carton of _ vials
	-	DRUG COST PER DOSE
		SALINE COST PER DOSE
	***************************************	TOTAL COST PER TREATMENT
ANNUAL=		# TX'S PER MEMBER PER YEAR (4 x 30 x 12)
		TOTAL REIMBURSEMENT PER MEMBER PER YEAR (1,440 x .85)
		TOTAL COST PER MEMBER PER YEAR (1,440 x .44)
PROFIT=		PROFIT PER PATIENT PER YEAR
GAIN in PROFIT=	\$	Profit Analysis (UD profit - MD profit)



"ALBUTEROL"

MULTI-DOSE WORKSHEET

AWP = \$ 12.50/20 ML BOTTLE COST = \$ 5.75/20 ML BOTTLE REIMBURSEMENT = AWP -	
REIMBURSEMENT =	/ 20 ML BOTTLE (_40X.05mL)
	REIMBURSEMENT PER DRUG
***************************************	REIMBURSEMENT PER SALINE
	TOTAL REIMBURSEMENT
COST=	/20 ML BOTTLE (40 X .05 mL)
	DRUG COST
	SALINE COST
	TOTAL COST
ANNUAL=	# TX'S PER MEMBER PER YEAR (4 x 30 x 12)
	TOTAL REIMBURSEMENT PER MEMBER PER YEAR
	TOTAL COST PER MEMBER PER YEAR
PROFIT=	PROFIT PER PATIENT PER YEAR

ANSWERS FOR PRESENTATION "ALBUTEROL"

MULTI-DOSE WORKSHEET

AWP = \$ 12.50/20 ML COST = \$ 5.75/20 ML REMBURSEMENT =	BOTTLE	
REMBURSEMENT =	\$ 8.75	_/ 20 ML BOTTLE (40X.05mL)
·		REIMBURSEMENT PER DRUG DOSE
	-0-	REIMBURSEMENT PER SALINE
	\$ 8.75	TOTAL REIMBURSEMENT
COST=	\$ 5.75	/20 ML BOTTLE (40 X .05 mL)
	14	DRUG COST PER DOSE
		SALINE COST PER DOSE
	.20	TOTAL COST PER TREATMENT
ANNUAL=	1,440	# TX'S PER MEMBER PER YEAR (4 x 30 x 12)
	\$ 316.80	TOTAL REIMBURSEMENT PER MEMBER PER YEAR
•.	\$ 288.00	TOTAL COST PER MEMBER PER YEAR
PROPIT=	\$ 28.80	PROFIT PER PATIENT PER YEAR

ANSWERS FOR PRESENTATION "ALBUTEROL"

UNIT DOSE WORKSHEET

• •		
AWP = \$ 30.25 (25 vi REIMBURSEMENT =	als per carton) = AWP - <u>30%</u>	<u>=\$ 21.18</u> = .85 per tx
COST = \$pe	er carton	25
REIMBURSEMENT =	\$ 21.18	_Carton of <u>25</u> vials
	85	REIMBURSEMENT PER DRUG DOSE
	n/a	REIMBURSEMENT PER SALINE
	\$ 21.18	TOTAL REIMBURSEMENT
COST		
COST=	\$ 11.00	Carton of <u>25</u> vials
	44	DRUG COST PER DOSE
	n/a	SALINE COST PER DOSE
	44	TOTAL COST PER TREATMENT
ANNUAL=	1,440	# TX'S PER MEMBER PER YEAR (4 x 30 x 12)
	\$ 1,224,00	TOTAL REIMBURSEMENT PER MEMBER PER YEAR (1,440 x .85)
	\$ 633.60	TOTAL COST PER MEMBER PER YEAR (1,440 x .44)
PROFIT=	\$ 590.40	PROFIT PER PATIENT PER YEAR
GAIN in PROFIT=	\$ 561.60	Profit Analysis (UD profit - MD profit) 590.40 - 28.80 =

Exhibit 2

 $\widehat{\Xi}$

1440

\$1,224.00

(F×H)

(B×H)

DEY UNIT-DOSE ESTIMATED PROFIT =

<u>e</u>

\$28.80

MULTIDOSE ESTIMATED PROFIT =

 $TOTAL COST($0.20 \times 1440) =$

\$288.00

\$316.80

TOTAL REIMBURSEMENT (\$0.22 x 1440) =

1440

TREATMENTS (4 TX/DAY x 30 DAYS x 12 MONTHS) =

ANNUALIZED PER PATIENT:

REIMBURSEMENT COL ARISON WORKSHEET

10月子デリンミング こうこう ストレミンデニア(の)

- ALBUTEROLIMULAIDOSE BONTALES: 20ML

YOUR PLAN/STORE: REIMBURSEMENT/ BOTTLE = AWP - 30% = \$8.75 ASSUMES 40 TREATMENTS PER BOTTLE AWP = \$12.50 PER 20 ML BOTTLE **EXAMPLE:** COST = \$5.75

\$0.22

REIMBURSEMENT = AWP - 30% = \$21.18 REIMBURSEMENT PER TX (\$21.18/25) = AWP = \$30.25/25 VIALS PER CARTON (22) =COST PER CARTON = COST PER.TX (\$ €

11

\$0.22

\$0.00

ALBUTEROL REIMBURSEMENT PER TX = (\$8.75/40) =

REIMBURSEMENTS:

SALINE REIMBURSEMENT PER TX = TOTAL REIMBURSEMENT PER TX =

\$0.85 (F)

<u>(0</u>

TREATMENTS (4 TX/DAY x 30 DAYS x 12 MONTHS) = TOTAL REIMBURSEMENT(\$0.85 x 1440) = per TX x 1440) = **ANNUALIZED PER PATIENT:** TOTAL COST(\$_ (B) <u>0</u> 1440 (B x C) (A × C)

11

\$0.20

\$0.14 \$0.06

ALBUTEROL COST PER TX (\$5.75/40)=

SALINE COST PER TX =

TOTAL COST PER TX =

DEPOSITION EXHIBIT

GAIN IN PROFIT WITH DEY UNIT-DOSE SUBSTITUTION:

DL-TX 0076254

YOUR PLAN/STORE

Exhibit 3

(Pages 2 - 23 and 27 - 83 are omitted from this document)



UNITED STATES DISTRICT COURT DISTRICT OF MASSACHUSETTS

M re: PHARMACEUTICAL INDUSTRY AVERAGE WHOLESALE PRICE)
LITIGATION) MDL No. 1456
	Civil Action No. 01-12257-PBS
THIS DOCUMENT RELATES TO:) Hon. Patti B. Saris
United States of America ex rel. Ven-a-)
Care of the Florida Keys, Inc., et al. v.)
Dey, Inc., et al, Civil Action No. 05-)
11084-PBS)

THE CONTROL OF TAXABLE CONTRACT

DEFENDANTS DEY, INC., DEY L.P., INC., AND DEY, L.P.'S RESPONSES AND OBJECTIONS TO PLAINTIFFS' FIRST SET OF INTERROGATORIES TO DEFENDANTS DEY, INC., DEY L.P., INC. AND DEY, L.P.

Pursuant to Rules 26 and 33 of the Federal Rules of Civil Procedure and Local Rules 26.5 and 33.1 of the Local Rules of the United States District Court for the District of Massachusetts, Defendants Dey, Inc., Dey L.P., and Dey, L.P., Inc. (collectively, "Dey") assert the following responses and objections to Plaintiffs' First Set of Interrogatories to Defendants Dey, Inc., Dey L.P., Inc., and Dey, L.P. (the "Interrogatories"), dated May 6, 2008, and propounded by Plaintiffs the United States of America and Ven-A-Care of the Florida Keys, Inc. ("Ven-A-Care") (collectively, "Plaintiffs"), as follows:

GENERAL OBJECTIONS AND RESERVATION OF RIGHTS

- 1. Where Dey states herein that it will provide or produce information or documents in accordance with the Federal Rules of Civil Procedure, it will produce such information or documents subject to the Protective Order, dated June 22, 2007.
- 2. Dey objects to the Interrogatories to the extent they seek information or the production of data or documents containing trade secrets, confidential or proprietary information, including, without limitation, customer identities, customer pricing, customer

NY01/GRULA/1292393.1 1

includes documents that are protected by the attorney-client privilege, the work product doctrine, or any other applicable doctrine or privilege. Dey further objects to this Interrogatory to the extent that it incorrectly assumes that Dey had created its own definition of AWP. Dey further objects to this Interrogatory as unduly burdensome to the extent it seeks information regarding the use of AWP by presently unknown and unspecified multiple present and former employees over a period of more than eleven years. Dey further objects to this Interrogatory to the extent that the term AWP is not defined in statutes or regulations. Dey objects to this Interrogatory to the extent it contains subparts which exceed the limit of Interrogatories set forth in the Federal Rules of Civil Procedure.

INTERROGATORY NO. 4

Did any of Your employees or representatives ever use the Spread or potential profit margins on Your Pharmaceuticals when selling or marketing those Pharmaceuticals? If so, *identify*:

- a. each such person, and
- b. all *documents* concerning such practices.

DEY'S RESPONSE AND OBJECTIONS

Dey incorporates its Responses and Objections to Interrogatory Nos. 1 and 2.

Dey further states that, during the Relevant Time Period, reimbursement under all State Medicaid programs and the Medicare program has typically had a spread between the cost of the drug paid by the provider and the reimbursement amount. Until the mid-1990s, it is Dey's understanding that it was not unusual for sales people, when speaking to customers, to compare their spreads with those of their competitors. Beginning in the late 1990s, as a result of litigation, government investigations and the OIG Compliance Program Guidance for Pharmaceutical Manufacturing issued in 2003, Dey's understanding is that the industry became sensitive to this practice and it largely stopped.

In Dey's case, certain documents suggest that on isolated occasions, some of Dey's sales representatives discussed the term "spread" and the elements that third-party medical benefit payors employed to create a "spread," with certain customers with respect to some of the Subject Drugs. Dey further states that certain documents suggest that for a short period of time in the mid-1990s, certain of its sales representatives used forms from which providers could enter reimbursement rates and costs for one of Dey's albuterol products and calculate an "estimated profit" based on reimbursement from third-party medical benefit payors for that product. There is no evidence that Dey actually made any sales as a result of this worksheet. There is no evidence that Dey's sales representatives used a similar document to compare any of Dey's other products at issue in this action to a competitor's products; specifically, there is no evidence that Dey's sales representatives used a reimbursement comparison worksheet with respect to Dey's albuterol multi-dose, albuterol syrup, albuterol multi-dose inhaler, ipratropium bromide, or cromolyn sodium. The documents referenced herein are contained in Dey's prior productions.

Dey makes its above response subject to and without waiving the foregoing general objections and the following specific objections. Dey objects to this Interrogatory on the grounds that it is vague, ambiguous, overbroad, and unduly burdensome. Dey further objects to this Interrogatory on the grounds that it contains terms that are themselves vague, ambiguous, overbroad, or undefined, including "employees or representatives" and "potential profit margins." Dey objects to this Interrogatory as overbroad in that it is not limited to the Subject Drugs, seeks information outside the relevant limitations period, and outside the scope of the allegations in the Complaint. Dey further objects to this Interrogatory as unduly burdensome because it seeks information regarding the conduct of presently unknown and unspecified multiple present and former employees. Dey objects to this Interrogatory to the extent it contains

subparts which exceed the limit of Interrogatories set forth in the Federal Rules of Civil Procedure.

INTERROGATORY No. 5

Did You ever instruct any employee or representative of Dey not to use the Spread or potential profit margins on Your Pharmaceuticals when selling or marketing those Pharmaceuticals? If so, *identify:*

- a. each Dey employee or representative who gave such instruction,
- b. all Dey employees and representatives who were so instructed,
- c. the date and content of such instruction, and
- d. each *document* concerning such instruction.

DEY'S RESPONSE AND OBJECTIONS

Dey incorporates its Responses and Objections to Interrogatory Nos. 1, 2 and 4 herein.

Dey further states that it implemented a compliance program soon after the OIG Compliance

Program Guidance for Pharmaceutical Manufacturing was issued in 2003. As part of Dey's

compliance program, Dey's sales and marketing representatives are instructed not to discuss
third party payor reimbursement with customers. Dey agrees to produce its compliance manual
which reflects the above instructions.

Dey makes its above response subject to and without waiving the foregoing general objections and the following specific objections. Dey objects to this Interrogatory on the grounds that it is vague, ambiguous, overbroad, and unduly burdensome. Dey further objects to this Interrogatory on the grounds that it contains terms that are themselves vague, ambiguous, overbroad, or undefined, including "employee or representative" and "potential profit margins." Dey objects to this Interrogatory as overbroad in that it is not limited to the Subject Drugs, seeks information outside the relevant limitations period, and outside the scope of the allegations in the Complaint. Dey further objects to this Interrogatory to the extent it includes documents that are protected by the attorney-client privilege, the work product doctrine, or any other applicable

set forth in the Federal Rules of Civil Procedure.

Dated: June 19, 2008 Respectfully submitted,

KELLEY DRYE & WARREN LLP

By: /s/ Antonia F. Giuliana

Paul F. Doyle (BBO # 133460)

Sarah L. Reid

Neil Merkl

Antonia F. Giuliana

101 Park Avenue

New York, NY 10178

Telephone: (212) 808-7800

Facsimile: (212) 808-7897

Counsel for Defendant Dey, Inc., Dey L.P., Inc. and Dey, L.P.

VERIFICATION

I, PAMELA R. MARRS, having first been duly sworn, hereby state that I am the Senior Vice-President and Chief Financial Officer of Dey, Inc, and am authorized by Dey, L.P. to verify the foregoing. I have read the foregoing DEY, INC. AND DEY, L.P.'S RESPONSES AND OBJECTIONS TO PLAINTIFFS' FIRST SET OF INTERROGATORIES TO DEFENDANTS DEY, INC., DEY, L.P., and DEY L.P., INC. and verify that the information contained in response to the foregoing interrogatories is true and correct to my best knowledge, information and belief.

Pamela R. Marrs

Senior Vice-President and Chief Financial Officer

of Dey, Inc.

2751 Napa Valley Corporate Drive

Napa, California 94558

Dated: June ____, 2008

Sworn to and Subscribed Before me this

____ day of June 2008

CALIFORNIA JURAT WITH AFFIANT STATEMENT

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State of California	
County of NADA	
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NAPA COUNTY My Corner. Exp. Feb 26, 2011	·
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	to be the person who appeared before me.)
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CERTIFICATE OF SERVICE

I hereby certify that I have this day caused a copy of the above "Dey, Inc., Dey L.P., and Dey L.P., Inc.'s Responses and Objections to Plaintiffs' First Set of Interrogatorics to Defendants Dey, Inc., Dey L.P., and Dey, L.P., Inc." to be served on all counsel of record via electronic service pursuant to Paragraph 11 of Case Management Order No. 2 by sending a copy to LexisNexis File & Serve for posting and notification to all parties.

Dated: June 23, 2008 /s/ Antonia F. Giuliana

Exhibit 4

Case 1:01-cv-12257-PBS Document 5643-2 Filed 10/23/08 Page 19 of 32

ACCOUNT CALL RECORD

T Osia Entry	TERR: 17
ACCOUNT NAME:	DATE:
Safeway Pharmacy	11/14/94
CITY	STATE
Aurora	CO
KEY PEOPLE SEEN (NAME):	(TITLE):
1 John Laughlin	Pharmacy Manager
2	
3	
4	
RECAP OF VISIT: Whitmire	
	nolyn in stock providing the spread of the generic is
greater then the brand name	
·	<u> </u>
	· · · · ·
· · · · · · · · · · · · · · · · · · ·	
	his customer will get. Establish a rapport with him and
get to order in some of our products.	

Highly Confidential DEY-OIG-0125324

ACCOUNT CALL RECORD		
Deta Entry	TERR: 17	
ACCOUNT NAME:	DATE:	
King Soopers	11/29/94	
CITY	STATE	•
Colorado Springs	CO	
KEY PEOPLE SEEN (NAME):	(TITLE):	
1 Tim Lewis		
2		<u>.</u>
<u></u>		
DECAR OF VICIT-		
RECAP OF VISIT:	•	
rayton		
Our UD Albuterol price is higher then what h spread before he can dispense our product		
to drop before he can order it.		
		
	·	
<u></u>		
		
FOLLOW UP:		
Make an appointment with the King Soopers		
him to order both the Albuterol and Cromolyn	<u> </u>	

Go lo Data Entry	TERR:	
ACCOUNT NAME:	DATE:	
Kmart Pharmacy	01/06/94	
CITY	STATE	
Salt Lake City	UT	
KEY PEOPLE SEEN (NAME):	(TITLE):	
1 Mike Katsonis	Pharmacy Manager	
2		
3		
4		
RECAP OF VISIT:		
Whitmire		
back reports do not show any activity.	Cromolyn but haven't sold anything. They Charge	
FOLLOW UP:		
Continue reinforcing the increase profit marg	gin and cost savings to his customers.	
		
· · · · · · · · · · · · · · · · · · ·		

Go to Date Entry	TERR:
	17
ACCOUNT NAME:	DATE:
Fred Meyer Drug Store	01/06/95
CITY	STATE
Salt Lake City	<u>UT</u>
KEY PEOPLE SEEN (NAME):	(TITLE):
1 Marc Harward	Pharmacy Manager
<u> </u>	
3	
RECAP OF VISIT:	
Bergen	
solution. Agreed to keep us in mind if he ge	rat Solution. He primarily moves the MDI's over the oral ets a request
FOLLOW UP: Reinforce the benefits and cost savings to h	is customers. Also point out the profit margin increase.

Go to Data Entry	TERR:
	17
ACCOUNT NAME:	DATE:
Osco Drug	01/20/95
CITY	STATE
Phoenix	AZ
KEY PEOPLE SEEN (NAME):	(TITLE):
1 Valerie Walker	a. a. a.
2	
3	
4	
RECAP OF VISIT:	
ADS/Berger	
Did not want to stock the product until she s Cromolyn in stock and some Saline.	started seeing more requests. She does have the
FOLLOW UP: Get her to stock the Albuterol and show her more sales.	how she can increase her profit margin and generate

Case 1:01-cv-12257-PBS Document 5643-2 Filed 10/23/08 Page 24 of 32

ACCOUNT NAME: Safeway Pharmacy CITY Tucson DATE: 01/18/95 STATE AZ	TERR:	
Safeway Pharmacy 01/18/95 CITY STATE		
CITY STATE		
Tuccon		
Tucson Az		
KEY PEOPLE SEEN (NAME): (TITLE):		
1 Tracy Rich Pharmacy I	Ma nager	
2		
3	_	
4		
RECAP OF VISIT:		
McKesson		
customers know that it's available.		
FOLLOW UP:	s. Reinforce the increase profit	
Check to see if she placed any additional orders for our product margin and also volume with her Medicaid customers.		

Go to Data Entry	TERR: 17
	··· · · · · · · · · · · · · · · · · ·
ACCOUNT NAME:	DATE:
Safeway Pharmacy	01/24/95
CITY	STATE
Denver	<u></u>
KEY PEOPLE SEEN (NAME):	(TITLE):
1 Carol Bible	Pharmacy Manager
2	
3	
4	
RECAP OF VISIT:	
McKesson	
increase her profit margin by using our UD A	ot had any request for it. Explained that she can Albuterol Asked that if the doctor writes for Albuterol switch them to our UD Albuterol.
FOLLOW UP: Reinforce the benefits of the use of our UD A	Albuterol and ask for some business
·	-

Go to Data Entry	TERR:
	17
ACCOUNT NAME:	DATE:
King Soopers Pharmacy	2-9-95
CITY	STATE
Greeley	CO
KEY PEOPLE SEEN (NAME):	(TITLE):
1 Sherry mineic	Pharmacy Manager
2	
3	
4	
RECAP OF VISIT:	
Warehouse/Payton	
Ordered our Albuterol and Cromolyn but have	ve not sold anything yet. Informed her that she needs to
let her customer know that the product is av-	ailable.
FOLLOW UP:	
Reinforce the increase profit margin using or	ur UD Albuterol.
•	

Go to Cata Entry	T ĒRR: 17	
ACCOUNT NAME:	DATE:	
Albertsons Pharmacy	3/1/95	
CITY		
Tucson	STATE	
	AZ	
KEY PEOPLE SEEN (NAME):	(TITLE):	
1 Victor Provencio		
·		
4		
RECAP OF VISIT:		
Warehouse/Bergen	<u> </u>	
FOLLOW UP: Reinforce the profit margin using our UD Alt	outerol and make sure our Cromolyn is in stock.	

Gor to Date: Entry	TERR:
	17
ACCOUNT NAME:	DATE:
Safeway Pharmacy	3-7-95
CITY	STATE
Denver	co
KEY PEOPLE SEEN (NAME):	(TITLE):
1 Brenda Milton	Pharmacy Mgr
2	
3	
<u> </u>	
RECAP OF VISIT:	
McKessor	
difference between the UD and MD. She sa her HQ's to use our Albuterol as the number	Safeway stores. She was surprised about the profit aid that she would switch once she gets the word from one generic.
Transmission promitmargin increase using o	2) AND THE PARTY OF THE PASTOTTE S.

Case 1:01-cv-12257-PBS Document 5643-2 Filed 10/23/08 Page 29 of 32

Go to Data Entry	TERR:
	17
ACCOUNT NAME:	DATE:
Smiths Food & Drug Stores	3/17/95
CITY	STATE
Albuquerque	NM
KEY PEOPLE SEEN (NAME):	(TITLE):
1 Carol Wells	Staff Pharmacist
2	
3	
4	
RECAP OF VISIT:	
Warehouse/McKesson	
Albuterol & Cromolyn	
FOLLOW UP: Make sure the manager received and acted	I upon the profit sheet.
 	

	TERR:
Go to Data Entry	<u>17</u>
ACCOUNT NAME:	DATE:
Wal-Mart Pharmacy	3/15/95
CITY	STATE
Santa Fe	NM
KEY PEOPLE SEEN (NAME):	(TITLE):
1 Diana Moya	Pharmacy Mgr.
2	
3	
	
RECAP OF VISIT:	
Warehouse/McKesson	
They are paid a profit if they order from their	warehouse. This is there incentive to use the
	our UD Albuterol and making no money. Presented
the MD/UD profit sheet. Said she will start us	sing the profit sheet to order our Albuterol from her
warehouse.	THE STATE STATE OF THE STATE OF
EOLI OW LIB:	
FOLLOW UP:	from the warehouse
	from the warehouse.
FOLLOW UP: Reinforce the increase profit sheet and profit	from the warehouse.
	from the warehouse.

Exhibit 5

UNITED STATES DISTRICT COURT DISTRICT OF MASSACHUSETTS

In re: PHARMACEUTICAL INDUSTR AVERAGE WHOLESALE PRICE LITIGATION	Y))))
THIS DOCUMENT RELATES TO: United States of America ex rel. Ven-a- Care of the Florida Keys, Inc., et al. v. Dey, Inc., et al., Civil Action No. 05- 11084-PBS))
<u>(</u>	<u>ORDER</u>
IT IS ORDERED that, in accordan	nce with Federal Rule of Civil Procedure
30(a)(2)(B), and upon the consent of the G	Colorado Department of Corrections: (1) the
Warden of the Kit Carson Correctional Co	enter, 49777 County Road V, Burlington,
Colorado 80807, shall produce inmate Mi	ichael T. Rick, Department of Corrections No.
128060, for the taking of Mr. Ricks' depo	osition on November 20, 2008 at 9:00 a.m. MST,
at a place designated by the Warden; and	(2) that inmate Michael T. Ricks, appear at such
place as designated by the Warden and pr	ovide deposition testimony pursuant to Fed. R.
Civ. P. 30.	
IT IS SO ORDERED,	
This day of	, 2008.
	UNITED STATES MAGISTRATE JUDGE